

## Message Text

UNCLASSIFIED

PAGE 01 ROME 00771 181211Z

53

ACTION EUR-06

INFO OCT-01 ISO-00 EB-05 NEA-05 DRC-01 RSC-01 /019 W

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R 181130Z JAN 74

FM AMEMBASSY ROME

TO USDOC WASHDC

INFO SECSTATE WASHDC 2779

UNCLAS ROME 0771

E.O. 11652: N/A

TAGS: BMEP, IT

SUBJ: ITALY-TURKEY UNDERSEA TELEPHONE CABLE

REF: ROME 14201 AND PREVIOUS

1. ON JAN 17, EMBAFFS CALLED ON ING. PAOLINO BARCIA, CHIEF OF PLANT INSTALLATION DIVISION AT ASST, TO ASCERTAIN THE RESULTS OF THE TENDER FOR THE SUBJECT PROJECT. BARCIA STATED THAT STANDARD TELEPHONE AND CABLE (UK) WAS ONLY FIRM TO SUBMIT BID AND THIS BID IS NOW BEING STUDIED BY TECHNICAL COMMITTEE OF ASST. THIS WILL BE FOLLOWED BY DIRECT NEGOTIATIONS WITH STANDARD WHICH MAY LAST SEVERAL MONTHS. ASST HAD TAKEN NOTE OF EMBASSY'S COMMUNICATION OF DIFFICULTIES ENCOUNTERED BY CABLE HYDROSPACE IN PRESENTING BID. BARCIA INDICATED THAT CABLE HYDROSPACE IS FREE TO PRESENT A LATTER OFFER WHICH ASST WOULD BE PREPARED TO STUDY WITHOUT ANY COMMITMENT ON ASST'S PART. SUCH AN OFFER SHOULD BE PRESENTED DIRECTLY TO ASST BY CABLE HYDROSPACE RATHER THAN THRU THE EMBASSY.

2. COMMENT: AS THERE WAS ONLY ONE BIDDER, ASST IS TECHNICALLY NOT REQUIRED TO NECESSARILY CONCLUDE CONTRACT WITH STANDARD. HOWEVER, THE FACT THAT STANDARD WAS ONLY FIRM ABLE TO BID AND ITS QUALIFICATIONS ARE WELL-KNOWN, GIVES IT ALMOST OVERWHELMING ADVANTAGE. UNLESS CABLE HYDROSPACE BELIEVES IT WILL BE ABLE TO PRESENT A SUBSTANTIALLY BETTER OFFER THAN STANDARD, WE REALISTICALLY DO NOT THINK C-H HAS MUCH CHANCE OF SECURING THE CONTRACT AT THIS POINT. VOLPE

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## Message Attributes

**Automatic Decaptioning:** X  
**Capture Date:** 01 JAN 1994  
**Channel Indicators:** n/a  
**Current Classification:** UNCLASSIFIED  
**Concepts:** PROPOSALS (BID), TELEPHONE EQUIPMENT  
**Control Number:** n/a  
**Copy:** SINGLE  
**Draft Date:** 18 JAN 1974  
**Decaption Date:** 01 JAN 1960  
**Decaption Note:**  
**Disposition Action:** n/a  
**Disposition Approved on Date:**  
**Disposition Authority:** n/a  
**Disposition Case Number:** n/a  
**Disposition Comment:**  
**Disposition Date:** 01 JAN 1960  
**Disposition Event:**  
**Disposition History:** n/a  
**Disposition Reason:**  
**Disposition Remarks:**  
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**Document Source:** CORE  
**Document Unique ID:** 00  
**Drafter:** n/a  
**Enclosure:** n/a  
**Executive Order:** N/A  
**Errors:** N/A  
**Film Number:** n/a  
**From:** ROME  
**Handling Restrictions:** n/a  
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**Legacy Key:** link1974/newtext/t19740131/aaaabdlx.tel  
**Line Count:** 52  
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**Office:** ACTION EUR  
**Original Classification:** UNCLASSIFIED  
**Original Handling Restrictions:** n/a  
**Original Previous Classification:** n/a  
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**Previous Classification:** n/a  
**Previous Handling Restrictions:** n/a  
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**Secure:** OPEN  
**Status:** NATIVE  
**Subject:** ITALY-TURKEY UNDERSEA TELEPHONE CABLE  
**TAGS:** BEXP, IT, TU  
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